

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street, Room 1130
Sacramento, CA 95814
Telephone: (916) 323-5079

WEBSITE ADDRESS:
<http://caag.state.ca.us/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

CF Number 436

MKTG TeleServices, Inc.

Name of Commercial Fundraiser

101 Continental Blvd., Suite 400

Address of Commercial Fundraiser

El Segundo CA 90245-4512

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing held (on) (from) 10/14/2002

(Type of Activity)

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 3814

F.E.I.N. No. 94-0836240

San Francisco Opera

Name of Charity

301 Van Ness Avenue

Address of Charity

San Francisco CA 94102

City, State, and ZIP Code of Charity

12/31/2002

(Date or dates must be shown)

1.

REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

G. TOTAL REVENUE

- A. _____
- B. _____
- C. _____
- D. _____
- E. _____
- Fa. _____
- Fb. _____
- Fc. _____
- Fd. _____

\$773,516 G.

2.

EXPENSES

(SEE ATTACHED)

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

N. TOTAL EXPENSES

- A. _____
- B. _____
- C. _____
- D. _____
- E. _____
- F. _____
- G. _____
- H. _____
- I. _____
- J. _____
- K. _____
- L. _____
- Ma. _____
- Mb. _____
- Mc. _____
- Md. _____

\$158,637 N.

\$614,879 3.

3. Distribution or net to charitable organization or charitable purposes

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☒ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fundraiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, the report is true and correct.

Signature

This is

Signature

Paul S. Papich

Sr. VP

1/30/03

Printed Name

Title

Date

Signature of organization for verifying the distribution.

Printed Name

Title

Date

Printed Name

Title

Date

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San Francisco Opera
2002 Telefundraising Campaign

Total money received by	San Francisco Opera	\$773,516
Total fees* paid to	MKTG TeleServices, Inc.	\$158,637
Total net to	San Francisco Opera	\$614,879

Total fees and commissions paid to MKTG TeleServices, Inc. by San Francisco Opera	\$158,637
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Cost of Campaign:	
salaries: agents and managers	\$98,363
payroll taxes	\$9,762
advertising and supplies	\$2,674
Cost of Operations:	
operating expenses	\$39,659
Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from San Francisco Opera	\$150,458
net	\$8,179

*these expenses are percentages of Commissions
based on MKTG TeleServices, Inc.'s operating
ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to
MKTG TeleServices, Inc. by the charitable organization.